



The company BIZNES UP Egberss Kocel, supporting companies in introducing changes necessary for further development, for its client – KWS Polska spółka z o. o. – is looking for a manager for the position:

COUNTRY MANAGER

TO WHOM YOU ARE APPLYING?

KWS is one of the world's leading plant breeding companies. With the tradition of family ownership, KWS has operated independently for more than 160 years. It focuses on plant breeding and the production and sale of seed for corn, sugar beet, cereals, potato, rapeseed, sunflowers, and vegetables.

We are looking an experienced Country Manager to one of their offices in Poland (Poznań or Kondratowice). The person on this position will supervise two legal units (KWS Polska and KWS Lochow Polska) considering company objectives, strategies and action plans and guidelines from KWS headquarters in Einbeck (Germany).

The future Country Manager is expected to actively lead and manage the commercial operations of KWS in Poland, develop and execute the business strategy to ensure steady and profitable sales growth through management, marketing, and development of the company's products on the Polish market.

YOUR RESPONSIBILITIES?

- » planning, coordinating, and monitoring sales targets and action plans together with management teams (sales, marketing, production management, logistics and customer service)
- » co-creation and responsibility for budget implementation of companies in Poland in close cooperation with the team and regional directors
- » effective management of a diverse team
- » formulation and implementation of an effective development strategy for the companies in Poland, considering the achievement of the assumed sales objectives and maintaining key relationships with customers and distributors
- » business proces management
- » prepare market analyses, updates, and results to assess and define future commercial strategies and action plans for the country
- » work closely with KWS headquarters in Germany on all aspects of budgeting, sales planning, production expectations, changes in these processes, risk assessments and key projects
- » representing the interests of KWS companies in Poland towards external bodies in accordance with local regulations
- » reporting and implementing all guidelines and frameworks/processes from KWS headquarters as well as those from local authorities

OUR REQUIREMENTS:

- » proven experience at management level in the seed, fertilizer, or crop protection sector
- » excellent knowledge of the agricultural market and distribution in Poland
- » university degree in agriculture, economics, or related field
- » business experience in strategy development and change management
- » excellent organizational, analytical and communication skills
- » responsibility and ability to deal with problematic situations
- » experience in managing and leading teams of employees, highly developed managerial skills
- » experience in business process optimization
- » goal-oriented in execution of tasks with high level of commitment, flexibility, and stress resistance
- » ability to assess customer and market needs, innovative, creative, and entrepreneurial mindset
- » driving license cat „B”
- » willingness to travel domestically and internationally (more than 50%)
- » fluency in spoken and written English and Polish

WE OFFER?

- » attractive salary, stable employment based on a full-time employment contract and a wide package of social and health benefits (private medical insurance group)
- » all necessary modern work tools such (laptop, company car and a cell phone)
- » opportunities for further professional and personal development, courses, and internal training
- » international and supportive working environment with a high organizational culture, and everyday work in a friendly team

HOW TO APPLY?

If you are interested, please send your CV + cover letter in English to agnieszka.egberss@biznes-up.com.pl
We reserve the right to contact selected candidates.

Include the following clause in the body of your letter:

„I consent to the processing of my personal data for the purpose of establishing cooperation in accordance with Article 6 (1)(a) of the Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of personal data and on the free movement of such data and repealing Directive 95/46/EC (General Data Protection Regulation). In addition, I agree to the processing of personal data included in my application by Biznes Up Egberss Kocel spółka jawna with its location in Obłaczkowo 11c, 62-300 Września, for the purpose of future recruitment”.

